

65th Anniversary

DAG

DERYCK A. GIBSON LTD.

POWERING DEVELOPMENT WITH INNOVATION

A Special Advertising Feature

Message

I wish them every success going forward

In 1965 when the company started we had no customers and no staff and proceeded to represent Walter H.H. Greve.

This business was direct indent whereby we received commission on orders booked for direct shipment to local customers.

We had borrowed an office and entered into an arrangement to assist H. Korner and Company in winding up their business which was being closed.

In the first five years up to 1960 we sold haberdashery, which included chamber pots, lampshades, domestic glassware, etc. These were sold mainly to the Chinese community on Barry, West and Princess streets and the surrounding area.

In the '60s when the then



THEN AND NOW: Founder Deryck Gibson



minister of industry, Mr Lightbourne, established a policy of developing the manufacturing sector, and in particular import substitution, we took the opportunity to offer machinery and equipment to the manufacturing industry, such as terrazzo tiles, kerosene stoves, office furniture, paintbrushes and a number of other items. Having sold the equipment, we then proceeded to sell the raw material to complete the manufacturing of the products.

Customers were Serv-Wei, CMP, tile manufacturers who were using archaic equipment and new industrial companies, manufacturing paint brushes and other items.

In the late '60s we bought our premises at 7½ Haining Road

PLEASE SEE **SUCCESS**, E2



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Messages

I commend your resilience and adaptability

CONGRATULATIONS TO the management and staff of Deryck A. Gibson Limited, as you celebrate your 65th anniversary.

The Ministry of Industry, Investment and Commerce recognises your resilience, growth and development over the past 65 years and commends your significant and ongoing contribution to Jamaica. We applaud your resilience, business acumen and contribution to the economy through job creation and capacity building as you continue to focus your operations on providing solutions to engineers and consultants across various industries.

The company's resilience and successful evolution, due to your strategic decisions to shift the focus of your operations and adapt to the changes in the environment, speaks to the fortitude of our Jamaican entrepreneurs and your drive to succeed. I commend your resilience and adaptability. You have weathered the storm of time and remained steadfast in the face of change, to create a brand we know and respect. Your success serves as a reminder to other entrepreneurs that with hard work and determination you can realise your goals. Congratulations as well



on your various instances of corporate social responsibility with your support to several projects in the Corporate Area and to entities in need.

I encourage you to continue on the path of excellence, as you provide access to cutting-edge technology, solutions and resources to your customers, and we wish the brand continued success. We look forward to celebrating you for 65 more.

HON AUDLEY SHAW,
CD, MP
Minister of Industry,
Commerce, Agriculture
and Fisheries

At 65, the company can be dubbed 'an elder statesman'

EVERY BIRTHDAY is a milestone on yet another year of continued efforts to strive and persevere, and this 65th anniversary for Deryck A. Gibson Limited is no less. At 65 years old, the company would be classified as 'an elder statesman', being part of the ushering of Jamaica during independence into its industrial birth. Through Deryck A. Gibson Limited and its partners, the impact of the Doctor Bird 1 and Doctor Bird 2 power plants in Old Harbour created one of the catalysts for many industries and sectors. Our Port of Kingston now being the major hub in this region was amply lifted and outfitted in the early years by many ominous looking straddle carriers which became part of the backbone of the port's growth. This impact was duly a small part of the overall vision of our founder Sir Deryck Gibson, dubbed 'The Fittest Man in Industry'. Through his unwavering persistence and belief that Jamaica's growth hinged on finding the best equipment and raw materials for its development as a nation, a company like no other was forged.

The early 'adult' years of the company were kind, etched with numerous successes from the supply of cranes to ports, heavy equipment to bauxite industries, and tools and machinery for every fathomable sector in Jamaica. This developed a company now known for being the go-to specialist for all industrial needs and services. The company



benefited from excellent team members who dedicated most of their entire working life to building a formidable company and environment that inspired many. The company has weathered many storms in its innings of 65 and counting, from the financial sector meltdown, globalisation and its fallouts, to numerous policy changes (local and worldwide) and now COVID-19 ... the pandemic of the century! With our supply chains coming from every region in the world, not only was health affected, but the ability to provide the products due to global shortages and increased lead times

had a major impact on our deliverables.

In 2019, there was a reawakening under new leadership, with technical and continued visionary capacity, putting us on a path to becoming the premier industrial company which has been transforming communities by its impact on infrastructural developments. This is synergised with a keen focus on energy responsible solutions, a mandate from our new directors in carrying on this rich legacy. Our wonderful staff has met this challenge as they have done over the last 65 years head-on.

The sourcing of new and innovative solutions such as Diehl Smart water meters, Rotary Automotive Lifts, Kaeser Air Compressors and many other strong brands has created a customer-centric and driven vision for the next 65 years. We could, however, not forget to dedicate this milestone today to our key stakeholders, partners, the hundreds of customers, and our family. 'Team DAG' humbly says thank you for making a mere vision continue to impact the horizons of this great country, Jamaica. Stay safe and, most importantly, protect yourself and families during the 'new normal' while we continue to power your development with innovation.

KENNETH LAWRENCE
CEO

SUCCESS

CONTINUED FROM E1

for the princely sum of J\$12,000 and sold it for

J\$25m, some years later.

In the '70s, which was a very difficult period and the direct indent business was not doing so well, we diversified in bringing in stock from Walter Greve, such as coloured candles and Christmas decorations which we brought in and sold on consignment annually.

We formed a subsidiary company called Citywide Appliances with the slogan, 'Why Pay More', which sold reconditioned refrigerators and gas stoves. This went very well until restrictions were implemented to protect the local industries.

Also, during the '70s, having sold equipment to the bauxite companies, the construction industry and the Port Authority of Jamaica (PAJ), we established a service department which not only serviced these clients but also clients who bought things like air compressors, pneumatic tools, backhoes and the like.

Without doing these things we would not have survived as the government of the day put

I am very happy to see the new administration continue to give service to the industrial sector and Jamaica which makes me feel very proud, and I do wish them every success going forward.

all imports under an import licence and we had many orders outstanding, and it took us months to have them reinstated with the appropriate licence.

In the '90s, we intensified our container handling equipment sales to include straddle carriers and reach stackers to the Port Authority of Jamaica and to the Kingston Wharves Ltd.

We continued our direct indent sales of these equipment and serviced the hardware dealers with tools and furniture fittings.

Another very difficult period with extremely high interest

rates running over 50 per cent per annum which caused many established companies to fold or sell out. These included banks as well – we survived!

At the turn of the century, 2000, we engaged in selling government and associated companies equipment mainly for infrastructure such as bridges, which included the Yallahs Bridge, the Constant Spring Bridge and the main bridges in Montego Bay.

We sold piping to the National Water Commission (NWC) and the developers. We also expanded our sales of power plants, which included the 66MW plant in West Kingston.

In selling infrastructural items to the government, we embarked on finding an attractive price for water meters. After a few years, in 2011 we sold 450,000 meters to the NWC and the contract was signed in 2012.

In our effort to sell bridged and container handling equipment, we obtained financing from banks like HSBC, which assisted in getting orders as we were able not just to sell but finance.

In 2012 until 2020, we continued our activities with a service department and financing projects.

The company continued its effort in supporting government, construction and industrial projects.

We are very pleased with our performance and would like to mention some of our long-service associates such as:

- Donna Fielding – 48 years
- Robert Gooden – 15 years
- David Christie – 34 years
- Maudlyn Robinson – 29 years

These are some of the stalwarts who made it possible for our success, and there are others who had moved on and formed their own business but still remained friends of the company.

I am very happy to see the new administration continue to give service to the industrial sector and Jamaica which makes me feel very proud, and I do wish them every success going forward.

DERYCK GIBSON
Founder

65th Anniversary

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Testimonial

Much to celebrate

FOR MANY years, Deryck Gibson has been a household name recognised as one of Jamaica's outstanding brands, especially in the supply of industrial equipment and products. Deryck was a young man still in his twenties in 1956 when he founded his company, seeking to take advantage of, and contribute to, the industrialisation programme that then promised significant transformation of the Jamaican economy. That clearly demonstrated the qualities of boldness, foresight and steely commitment that would become his enduring assets and would buttress him through the tough and challenging periods that Jamaica would later experience.

Sixty years on and Deryck A. Gibson Limited remains one of our prestigious suppliers of equipment and services not just for the industrial sector, but also the automotive industry, maritime and energy sectors. Much of its success and outstanding legacy must be attributed to Deryck's leadership, effective management, and the principles and values he has instilled in the managers and staff of his company and which define its relationship with its clients. His achievements and example led to him being invited to serve as a director of various companies.

Deryck Gibson, however, is much more than the consummate business leader we know him to be. He has not just found the time for, but is passionate about, giving voluntary and philanthropic service to his country in so many different ways. I recall that during my time as a member of parliament in St Catherine, Deryck helped to establish and was chairman of the St Jago de la Vega Trust, a charitable foundation that instituted and supported several projects in the Spanish Town area, including providing scholarships, medical assistance and sports facilities. The Spanish Town Prison Oval, which is



the main sporting venue in the parish, owes much to the contribution and effort of the trust under Deryck's leadership.

Deryck's sterling qualities were clearly recognised by the government of Finland, for which he served as honorary consul to Jamaica for several years.

Amid everything else, Deryck is simply a good, decent human being in the good, old-fashioned way. He and his dear wife Olive, who already have celebrated more than 60 years of marriage, are the finest example of what family life should be.

Deryck has much to celebrate and he is, himself, cause for much celebration.

BRUCE GOLDING
Former Prime Minister of Jamaica

STAYING THE COURSE Maudlyn's journey with DAG!

WHEN I applied for a job at Deryck A. Gibson Limited (DAG), I never imagined 29 years later I would still be enjoying what I do. Time surely flies when you're having fun. In this case, it was fun mixed in with hard work, commitment and love for the industry. I must admit that as the longest serving member of staff, I have seen many changes within the organisation, but I give God thanks that the company is still standing and that I'm still able to serve my team.

What do I love about DAG? The fact that after all these years we're still a vital player in the industrial,

PLEASE SEE **STAYING, E5**



HAPPY
65th
Anniversary

Best wishes for your continued success!

Local partnerships like this allow us to represent our premier manufacturers in the Jamaican market. Hats off to Mr. Deryck A. Gibson for his vision that allows us to work together for the benefit of all involved. Looking forward to the next 65 years!



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CONGRATULATES

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POWERING DEVELOPMENT WITH INNOVATION

65 OF WORLD-CLASS
YEARS SERVICE TO JAMAICA

Our partnership has been invaluable

"Derek A. Gibson has provided technical support and solutions that helped Miya & NWC co-management team to excel their efforts in saving millions of gallons of water in their Non Revenue Water Project in Kingston & Saint Andrew and Portmore."

CONGRATULATIONS
on this milestone!



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Corporate Responsibility Message



Prayers for continued strength



JAMAICA KIDNEY Kids Foundation is a charity dedicated to improving the care of children with kidney disease in Jamaica. Deryck A. Gibson Ltd (DAG) has been a Friend of Jamaica Kidney Kids Foundation since 2019. The team is warm, generous, supportive, and caring towards the children whom we serve. DAG has been able to assist us in sourcing and delivering

items for kidney care, such as urinary catheters for children with bladder problems, and dialysis items for those who are on kidney replacement treatments. Additionally, their compassion extends not just to the medical aspects of patient care, but to the children's emotional and academic well-being. In 2020, they donated back-to-school supplies, which



included hand sanitisers to keep them safe. Their monetary donation enabled the purchase

of critically needed items. This year they donated games and puzzles for the children to offset their boredom with staying at home.

DAG always creates innovative ideas to improve the lives of not just the children but, by extension, their parents as well.

The Jamaica Kidney Kids Foundation family congratulates DAG on its 65th anniversary and prays for the company's continued success. We are deeply grateful to DAG for its generosity and hope that our relationship will continue to grow in strength with each passing year.

DR MAOLYNNE MILLER
Chairman and Founder
Jamaica Kidney Kids Foundation



Cheers to 65 years!

We congratulate Deryck A. Gibson Limited on 65 years of outstanding service to Jamaica.

We applaud your resilience and contribution to the growth of the industrial landscape over the past decades.

It is with great pleasure that we share in this significant milestone and wish you continued success.

QUESTIONS FOR OUR DIRECTORS

CRAIG FRANCIS

- 1. How would you describe your profession?**
I am really an entrepreneur. Engineering was really just a foundation as a stepping stone for me.
- 2. Where do you see DAG in the next 5-10 years?**
I see DAG fully repositioned as an aggressive partner in Jamaica's development and the products and services we offer as the country's premium supplier.
- 3. If you had ONE thing to change about your life, what would it be?**
I would want to have been exposed earlier to some of the nuances of entrepreneurship and business.
- 4. How has the COVID-19 pandemic affected the business model?**
It has extremely affected supply chains and product cost profiles which have affected all industries, leading to a slowdown in revenue streams. We have been adjusting our model to compensate and continue to roll with the punches as we secure our footing for 2022 and beyond.
- 5. Your stress level must be high. How do you manage it?**
Time with family and friends and trips to the beach when possible.
- 6. Beach or river?**
Beach.
- 7. What's on your bucket list?**
Travelling with family and a huge philanthropic project to the glory of God.
- 8. What instrument would you like to learn?**
Piano, maybe.
- 9. What advice would you give a young person entering the industry?**
Own the responsibility of any task set. That success will be the foundation of one's future.
- 10. On a scale from 1-10 (10 being the highest) how big a risk-taker are you?**
My risk level is 13.



DAG Director Craig Francis



DAG Director Colin Francis

COLIN FRANCIS

- 1. If not an engineer, what other profession would you be interested in?**
Law, Actuarial Sciences, Accounting, Medicine, Environmental Studies ... definitely not a YouTuber, as I don't have these skills! LOL
- 2. Where do you see DAG in the next 5-10 years?**
I see DAG re-establishing itself as a 'go-to' in the local and wider market for industrial sales, procurement, service and installation.
- 3. If you had ONE thing to change about your life, what would it be?**
To work a little less and find more time for family and self.
- 4. How has the COVID-19 pandemic affected the business model?**
It has forced the business model to move to more efficient, dynamic and electronic operations.
- 5. Your stress level must be high. How do you manage it?**
Pray, sleep, socialise, go to the beach, exercise.
- 6. Beach or river?**
Beach.
- 7. What's on your bucket list?**
Strangely, I do not have a bucket list. However, if I had to choose ... travel to some exotic locations, create a charitable foundation, mentor.
- 8. What instrument would you like to learn?**
Piano.
- 9. What advice would you give a young person entering the industry?**
Focus on personal development, be professional, be ethical, always aim to be the best, and remember, money is not everything.
- 10. On a scale from 1-10 (10 being the highest) how big a risk-taker are you?**
7

Salada®

Congratulates
Deryck A. Gibson Limited
on your

65th
ANNIVERSARY

Wishing you continued success!

STAYING

CONTINUED FROM E3

automotive, construction and bauxite sectors in Jamaica.

The company has been involved in many major projects over the years, namely the 50MW Floating Doctor Bird Barge at Old Harbour and the West Kingston Power Partners 65.5 MW (HFO) Power Plant, just to name a few. We were also instrumental in supplying and servicing Payhauler Trucks to the Bauxite Industry, Case Austoft Harvesters to the Sugar Industry, Image Ink Jet Printers and Kaeser Compressors to the Manufacturing Industry, plus Tyre Changers, A/C Recovery Machines, Wheel Balancers and Spray Booths to the Automotive Industry.

Another major accomplishment for the company was the signing of a contract between DAG and the National Water Commission (NWC) for the supply of Diehl Smart Water Meters from Germany in 2017.

Although we have faced many economic storms during our 65 years of existence, the team has always found ingenious ways to keep the company afloat.

To date, we are still the exclusive dealer for these digital meters, which has helped to change the water consumption landscape in Jamaica.

Although we have faced many economic storms during our 65 years of existence, the team has always found ingenious ways to keep the company afloat. Yes, sometimes we had to scale back but we never backed out.

Although the management has since changed hands, the focus remains the same ... "Powering Development with Innovation", even as we forge ahead in a pandemic.

Cheers to the committed team!

MAUDLYN ROBINSON
Longest-serving member at Deryck A. Gibson Limited



@myjamaicamountainpeak

A 65-YEAR LABOUR OF LOVE



Trans-shipment Port 2.



Yallahs River Bridge.



Wartsila JEP 66MW Plant, west Kingston.



Special plaque presentation by Kalmar.

DAG
DERYCK A. GIBSON LTD.
POWERING DEVELOPMENT WITH INNOVATION
65th Anniversary

With 65 years of hard work and success under your belt, CPM is proud to emulate the high standards of DAG Ltd. modelling the template you have set with our own 6 years of service.

Keep on building to greater heights for many more years to come. CHEERS TO 65!

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A 65-YEAR LABOUR OF LOVE



NWC signing.



Jamaica Energy Partners.



'Dr Bird'.



Wartsila JEP 66MW Plant, west Kingston.

NWC SALUTES DERYCK A. GIBSON LTD. FOR **65 YEARS** of Excellence

For 65 years, Deryck A. Gibson Ltd has been “Powering Development With Innovation”. The National Water Commission (NWC) salutes and extends heartiest congratulations to the management and staff of this exceptional entity for reaching this significant milestone. Your remarkable journey started in the construction sector, and now you are a major player in several vital sectors of the economy, supplying items to key industries ranging from utilities to manufacturing and solar technology. Given the pioneering role that you have played in the development of various industries, your success, is Jamaica’s success. The NWC and Deryck A. Gibson Ltd. have had and continue to have a very mutually beneficial relationship.

Through this partnership, the NWC was able to provide scores of Jamaicans with access to quality and reliable potable water supply through the supply of various pipes and associated fittings. Additionally, this incredible company is the local agent of NWC's solid state meters, which have become a key feature in our water supply network as we improve our efficiency in this area of our operations. The NWC congratulates Deryck A. Gibson Ltd. for your 65 years of service to water utility services in Jamaica. As you begin the next chapter of your journey, there is no doubt that you will continue to play your part in the development of our country.



Congratulations!

65th Anniversary

DAG

DERYCK A. GIBSON LTD.

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65 years and still going strong – providing Jamaican businesses with quality industrial equipment and supplies!

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65th
Anniversary.

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